SCHAFER GROUP, LTD.

TIPITINA'S FOUNDATION, INC.

FINANCIAL STATEMENTS
AND
REQUIRED SUPPLEMENTARY INFORMATION

(COMPILATION REPORT)

YEAR ENDED DECEMBER 31, 2012

TIPITINA'S FOUNDATION, INC. TABLE OF CONTENTS DECEMBER 31, 2012

I. Independent Accountants' Compilation Report

FINANCIAL STATEMENTS

Π.	Statement	of Financial	Docition	Accete
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- III. Statement of Financial Position Liabilities and Net Assets
- IV. Statements of Activities and Changes in Net Assets
- V. Statement of Functional Expenses
- VI. Statement of Cash Flows
- VII. Notes to Financial Statements

REQUIRED SUPPLEMENTARY INFORMATION

- VIII. Schedule of Findings and Responses
- IX. Schedule of Prior Year Findings

SCHAFER GROUP, LTD.

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INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

To the Board of Directors of Tipitina's Foundation, Inc. New Orleans, LA

We have compiled the accompanying statement of financial position of Tipitina's Foundation, Inc. (a Louisiana Not-For-Profit Corporation) ("Foundation") as of December 31, 2012, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with accounting principles generally accepted in the United States of America.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements. During our compilation, we did become aware of a departure from accounting principles generally accepted in the United States of America that is described in the following paragraph.

As discussed in Note 1G, the Foundation has expensed the cost of merchandise. In accordance with accounting principles generally accepted in the United States of America, the cost of merchandise should be capitalized when purchased and then expensed when sold using an appropriate inventory method. The effects on the financial statements of that departure from U.S. generally accepted accounting principles are not reasonably determinable.

This report is intended solely for the information and use of management, others within the Foundation, and the Legislative Auditor and is not intended to be and should not be used by anyone other than these specified parties.

Schafer Group, LTD., LLC

Kernion T. Schafer, CPA Managing Member

March 21, 2013

TIPITINA'S FOUNDATION, INC. STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2012

ASSETS

Current Assets		
Cash	\$	94,301
Contributions Receivable		5,818
Accounts Receivable		28,889
Other Receivable		3,958
Recorded Music Inventory		31,200
Instruments Inventory		16,100
Total Current Assets		180,266
Property and Equipment		101.072
Building		121,973
Furniture and Equipment		81,339
Leasehold Improvements		277,636
		480,948
Less: Accumulated Depreciation		(159,459)
		321,489
Construction in Progress	MILLION.	345,000
		CCC 480
Total Property and Equipment		666,489
TOTAL ASSETS	\$	846,755
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TIPITINA'S FOUNDATION, INC. STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2012

LIABILITIES AND NET ASSETS

Current Liabilities Accounts Payable Allowance for Estimated CD Returns (Note 7) Accrued Payroll and Related Expenses	\$ 16,574 4,183 6,758
Total Current Liabilities	 27,515
Total Liabilities	 27,515
Net Assets Unrestricted Temporarily Restricted	 570,286 248,954
Total Net Assets	 819,240
TOTAL LIABILITIES AND NET ASSETS	\$ 846,755

TIPITINA'S FOUNDATION, INC. STATEMENTS OF ACTIVITIES YEAR ENDED DECEMBER 31, 2012

UNRESTRICTED NET ASSETS

Unrestricted Revenue		
Contributions and Grants	\$	1,145,108
Public Funds		2,000
Program Income		5,699
CD Revenue - Goin' Home, net of Allowance (Note 7)		10,757
Other Income		10,097
Total Unrestricted Revenue		1,173,661
Net Assets Released from Restrictions		
Restrictions Satisfied by Payments		15,104
Total Unrestricted Revenues and Other Support		1,188,765
Expenses		
Program Services:		
Instruments Program		137,179
Internship Program		168,602
Music Office Co-op		329,206
Community		67,754
Total Program Expenses		702,741
Supporting Services:		
General and Administrative Expenses		208,959
Fundraising		101,263
Total Supporting Services		310,222
Total Expenses		1,012,963
Other Income (Expenses)		
Other Income on CD - Goin' Home (Note 7)		(8,977)
Total Other Income (Expenses)		(8,977)
Increase (Decrease) in Unrestricted Assets	<u>.\$</u>	<u> 166.825</u>

TIPITINA'S FOUNDATION, INC. STATEMENTS OF ACTIVITIES YEAR ENDED DECEMBER 31, 2012

TEMPORARILY RESTRICTED NET ASSETS

Temporarily Restricted Revenue Contributions and Grants	\$	248,954
Total Temporarily Restricted Revenue		248,954
Net Assets Released from Restrictions Restrictions Satisfied by Payments		(15,104)
Increase (Decrease) in Temporarily Restricted Assets	<u>\$</u>	233,850
Increase (Decrease) in Net Assets	\$	400,675
Beginning Net Assets	\$	418,565
Increase (Decrease) in Net Assets		400,675
Ending Net Assets	\$	819,240

TIPITINA'S FOUNDATION, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2012

	Supporting Services							
	Program <u>Services</u>		General and Administrative		Fundraising		Total	
Salaries Payroll Taxes	\$	264,643 21,813	\$	22,716 1,861	\$	20,333 1,697	\$	307,692 25,371
Total Salaries and Related Expenses		286,456		24,577		22,030		333,063
Administrative Expense		23,158		3,011		2,895		29,064
Consulting and Contract Labor		7,725		-		-		7,725
Facilities Rent		135,503		6,000		-		141,503
Instructors		13,757		-		-		13,757
Instruments and Other								
Direct Assistance		41,913		19,700		39,219		100,832
Insurance		24,429		19,074		-		43,503
Merchandise		-		25,908		25,909		51,817
Miscellaneous		2,920		350		-		3,270
Postage		-		252		824		1,076
Printing and Promotions		5,305		20,545		4,503		30,353
Professional Services		-		19,632		4,458		24,090
Repairs and Maintenance		16,779		431		-		17,210
Supplies and Office Expense		5,645		29,954		449		36,048
Taxes		14,655		-		-		14,655
Telephone and Internet		19,544		4,675		504		24,723
Travel		14,583		1,045		472		16,100
Utilities		22,069		1,442		-		23,511
Events and Seminars Expenses		68,300		-			·	_68,300
Total Expense Before CD								
Expenditures and Depreciation		702,741		176,596		101,263		980,600
Depreciation				32,363			***********	32,363
Total Expenses	<u>\$</u>	702,741	\$	208,959	<u>\$</u>	101,263	<u>\$</u>	1.012,963

TIPITINA'S FOUNDATION, INC. STATEMENT OF CASH FLOWS YEAR ENDED DECEMBER 31, 2012

CASH FLOWS FROM OPERATING ACTIVITIES		
Increase (Decrease) in Net Assets	\$	400,675
Non Cash Items Included in Increase (Decrease) in Net Assets:		
Depreciation		32,363
Instruments Inventory		22,668
Decrease (Increase) in Current Assets:		
Contributions Receivable		3,547
Accounts Receivable, Net of Allowance		(4,134)
Other Receivable		(3,958)
Recorded Music Inventory		12,140
Increase (Decrease) in Current Liabilities:		
Accounts Payable		(34,374)
Accrued Payroll and Related Expense		(859)
Net Cash Provided By (Used in) Operating Activities		428,068
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of Property and Equipment		(345,000)
Net Cash Provided by (Used in) Investing Activities		(345,000)
CASH FLOWS FROM FINANCING ACTIVITIES		
Net Cash Provided by (Used in) Financing Activities		
Net Increase (Decrease) in Cash		83,068
Cash, Beginning of Year		11,233
Cash, End of Year	<u>\$</u>	94,301
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SUPPLEMENTAL DISCLOSURES ON CASH FLOW INFORM Cash Paid During the Year For:	1V 1101	
Interest	c	_
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Income Taxes	\$	

Note 1. NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. <u>Nature of Activities</u>

The Tipitina's Foundation, Inc. (the Foundation) is chartered in the State of Louisiana as a non-profit corporation. The Foundation is dedicated to providing High School Music Programs with instruments, giving music students a broader exposure to the music business, and raising the awareness of Louisiana music as a cultural resource. The Foundation accomplishes this through its programs including: the Instruments Programs, which include the Instruments A' Comin' fundraiser to purchase instruments for schools and the instrument recycling project, the Tipititna's Internship Program (T.I.P.), Music Office Co-Op Centers (Co-Op), and Community Services.

All the activities are carried out through public contributions, grants, and monthly membership fees for use of the Co-Op Centers.

B. Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables and other liabilities.

C. Financial Statement Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standards Codification 958, Notfor-Profit Entities. Under FASB ASC 958, the Foundation is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Unrestricted Net Assets – Net assets that are neither permanently restricted nor temporarily restricted by donor-imposed stipulations. The only limits on the use of unrestricted net assets are the broad limits resulting from the following:

- The nature of the not-for-profit;
- The environment in which the not-for-profit operates;
- The purpose specified in the not-for-profit's articles of incorporation or bylaws; and

Limits resulting from contractual agreements with suppliers, creditors, and others entered into by the not-for-profit in the course of its business.

Temporarily Restricted Net Assets – Net assets subject to donor-imposed stipulations that either expire by passage of time or can be fulfilled and removed by actions of the not-for-profit pursuant to those stipulations.

Permanently Restricted Net Assets – Net Assets subject to donor-imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the not-for-profit.

D. <u>Use of Estimates</u>

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

E. Cash and Cash Equivalents

For the purpose of cash flows, the Foundation considers all unrestricted, highly liquid investments purchased with an original maturity of three months or less to be cash equivalents.

The Foundation had no cash equivalents at December 31, 2012.

F. Contributions and Accounts Receivable

The Foundation considers all Contributions Receivable to be fully collectible. Accordingly, there was no allowance for doubtful accounts recorded.

Accounts Receivable consists of balances due from Welk Music Group relating to the CD entitled "Goin' Home: A Tribute to Fats Domino". (See Note 7)

G. Recorded Music/Instruments Inventory and Merchandise

Inventory, which consists of recorded music and instruments, are stated at the lower of cost or market, with cost determined on an average cost basis and market based on the lower of replacement cost or realizable value.

Donated instruments, if applicable, are valued at the estimated fair value at the date of donation.

Management has elected to expense the cost of merchandise when purchased. In accordance with accounting principles generally accepted in the United States of America, the cost of merchandise should be capitalized when purchased and then expensed when sold using an appropriate inventory method. The effects of this departure have not been determined.

H. Property and Equipment

Property and Equipment purchases are recorded and carried at cost. Additions, improvements, and betterments to property and equipment in excess of \$500 are capitalized. Depreciation is computed on the straight-line method over the following estimated useful lives:

Building 39 year Furniture and Equipment 5 - 7 year Leasehold Improvements 15 year

Depreciation expense for the year ended December 31, 2012 was \$32,363.

Donations of property and equipment are recorded as contributions at their estimated fair value at the date of donation. Such donations are recorded as increases in unrestricted net assets unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use are reported as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, the Foundation reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Foundation reclassifies temporarily restricted net assets to unrestricted net assets at that time.

I. <u>Restricted and Unrestricted Grants and Contributions</u>

Grants and contributions received, including unconditional promises to give, are measured at their fair value and recorded as increases in net assets. Grants and contributions restricted by the donor are reported as an increase in unrestricted net assets if the restrictions expire in the reporting period in which the grants and contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

J. <u>Contributed Services</u>

The Foundation receives accounting, consulting, and computer services from Fountainbleau Management Services, which is affiliated with the Executive Director of the Foundation. The services provided by Fountainbleau Management Services for the year ended December 31, 2012 were estimated at \$28,947.

The Foundation receives a substantial amount of services donated by its supporters in carrying out the Foundation's administration, fund-raising campaigns and program services. No amounts have been reflected in the financial statements for these services since they do not meet the criteria for recognition under FASB ASC 958-605 (formerly SFAS No. 116, Accounting for Contributions Received and Contributions Made).

K. Grant Revenues

Grant revenues are recorded as they are earned, according to the provisions of the grant. Normally, grant revenues are earned and received as the grant period progresses. The provisions of the grant determine the timing of revenue recognition. Grant expenses are recognized when incurred for a grant-related obligation.

L. Functional Expenses

Expenses are charged to program, administrative, or fundraising based on a combination of specific identification and estimates developed by management.

M. <u>Promotion Expenses</u>

The Foundation expenses promotion expenditures as incurred.

N. Income Tax Status

The Foundation is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and from state income taxes under Section 121(5) of Title 47 of the Louisiana Revised Statutes of 1950. However, income from certain activities not directly related to the Foundation's tax-exempt purpose is subject to taxation as unrelated business income. In addition, the Foundation qualified for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization that is not a private foundation under Section 509(a)(2).

As of December 31, 2012, the Foundation does not have any unrecognized tax benefits in its financial statements. During the year ended December 31, 2012, the Company was not assessed penalties or interest by income taxing authorities. The Foundation's federal and state tax returns are subject to possible examination by taxing authorities generally for a period of three years from the filing of those returns.

Note 2. GRANT REVENUES

Grant revenue is comprised primarily of grants received under an agreement with the State of Louisiana. For the year ended December 31, 2012, grant awards received from the State of Louisiana totaled \$2,000. Grant revenue consists of grant awards received during the year and any deferred revenue utilized during the year.

Note 3. RESTRICTIONS ON NET ASSETS

Temporarily restricted net assets consist of the following;

2013 Supporting Services	\$ 202,612
Instruments	<u>46,342</u>
	<u>\$ 248,954</u>

Note 4. CONCENTRATIONS OF CREDIT RISK

The Foundation maintains cash balances in a non-interest bearing account at one financial institution. For the year ended December 31, 2012, the Federal Deposit Insurance Corporation provided unlimited deposit insurance coverage for all noninterest-bearing transaction accounts.

At December 31, 2012, 100% of accounts receivable was due from Welk Music Group relating to the CD entitled "Goin' Home: A Tribute to Fats Domino". (See Note 7)

Note 5. RELATED PARTY TRANSACTIONS

Related entities of the Executive Director of the Foundation contributed \$135,214 of in-kind facilities usage and related facilities expenses for the year ended December 31, 2012, that are included in Contributions and Grants Revenue.

The Foundation leases on a month-to-month basis office space, New Orleans and Shreveport Co-op locations, and event facilities from entities related to the Executive

Director of the Foundation. Rent expense on these locations for the year ended December 31, 2012 was \$118,800. (See Note 6)

Various companies related to the Executive Director of the Foundation pay expenses on behalf of the Foundation. These expenses are reimbursed by the Foundation or donated by the related company. At December 31, 2012, liabilities for these reimbursements owed to the above mentioned related parties totaled \$0. The Foundation receives accounting, consulting, and computer services from a company that is related to the Executive Director of the Foundation. The services provided by the related entity for the year ended December 31, 2012 were estimated at \$28,947. (See Note 1J)

A member of the Board of Directors donated \$5,000 to the Foundation during year ended December 31, 2012.

Note 6. LEASES

The Foundation leases, on a month-to-month basis, New Orleans and Shreveport Coop locations, office space, and event facilities from companies affiliated with the Executive Director of the Foundation. Rent expense for the New Orleans and Shreveport Co-op locations for the year ended December 31, 2012 was \$32,400. Rent expense for the office space and event facilities for the year ended December 31, 2012 was \$86,400. (See Note 5) The Foundation also leases on a month-to-month basis the Baton Rouge and Lafayette Co-op locations and other facilities from unrelated parties. Rent expense on these facilities for the year ended December 31, 2012 was \$22,703.

Note 7. CD RECORD MASTER

In September 2007, the Foundation released a CD entitled "Goin' Home: A Tribute to Fats Domino" (CD) that contained the musical performances of a wide variety of recording artists, which included Louisiana musicians, of compositions associated with Fats Domino. The proceeds from this recording will help revitalize Fats Domino's Lower 9th Ward neighborhood and benefit the programs of the Foundation.

The Foundation was responsible for the recording of the CD. As such, the Foundation capitalized the cost of recording the record master, which is the master tape resulting from the performance of the artists. The record master was amortized over the estimated life of the record performance. As of December 31, 2012, the CD Record Master was fully amortized.

Welk Music Group (Welk) was contracted to manufacture and distribute the CD. Welk collects sales made to retailers and incurs the production, distribution and promotion costs. All sales collected net of expenditures and a retainage are submitted

to the Foundation. Any net proceeds not received by the Foundation have been recorded in accounts receivable. (See Note 1) The sales earned and the production, distribution, and promotion costs incurred have been reflected in the statement of activities net of estimated sales returns. The Allowance for Estimated CD Returns is maintained to account for estimated future sales returns. Actual returns are charged against the allowance. Increases and decreases in estimated sales returns on previously recorded revenue are treated as changes in estimate. An increase in sales returns is recorded as Accrued Loss on CD on the statement of activities. A decrease in sales returns is included in Other Income on CD on the statement of activities. The Allowance for Estimated CD Returns as of December 31, 2012 was \$4,183. However, it is at least reasonably possible that a change in estimate will occur in the near term.

As noted above, many of the artists featured on the CD were Louisiana artists. Since these Louisiana artists would not ordinarily receive such an opportunity and these artists will receive national recognition for their participation in the CD, the amortization, production, distribution, and promotion costs of the CD were allocated between program (50%) and fundraising (50%) expenditures.

The amortization, production, distribution, and promotion costs of the CD comprise 0% of total program and fundraising expenditures for 2012.

There are potential liabilities regarding mechanical copyright royalties that may be due to various publishing companies. However, it is unlikely that such royalties will be collected by the publishers. Therefore, a decrease in the accrued royalties estimate is included in Other Income on CD on the statement of activities. Accrued royalties as of December 31, 2012 was \$0. However, it is at least reasonably possible that a change in estimate will occur in the near term.

Note 8. COMPENSATED ABSENCES

The full-time employees of the Foundation are entitled to paid vacation and sick leave. The Foundation does not accrue a liability for these absences because they cannot be reasonably estimated. The Foundation's policy is to recognize the cost of compensated absences when paid to employees.

Note 9. SUBSEQUENT EVENTS

Management evaluated subsequent events through March 21, 2013, which is the date the financial statements were available to be issued.

Note 10. PER DIEM PAYMENTS TO BOARD MEMBERS

Per diem payments to board members for the year ended December 31, 2012 was \$0.

REQUIRED SUPPLEMENTARY INFORMATION

TIPITINA'S FOUNDATION, INC. SCHEDULE OF FINDINGS AND RESPONSES FOR THE YEAR ENDED DECEMBER 31, 2012

We have compiled the basic financial statements of Tipitina's Foundation, Inc. as of and for the year ended December 31, 2012, and have issued our report thereon dated March 21, 2013. We conducted our compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

Financial Statement Findings

2012-1 Expensing Merchandise when Purchased - Non Compliance

Management has elected to expense merchandise when purchased. In accordance with accounting principles generally accepted in the United States of America, the cost of merchandise should be capitalized when purchased and then expensed when sold using an appropriate inventory method.

Management's Response

We have elected to expense merchandise when purchased because it is deemed to be more efficient than capitalizing the merchandise when purchased.

TIPITINA'S FOUNDATION, INC. SCHEDULE OF PRIOR YEAR FINDINGS AND RESPONSES FOR THE YEAR ENDED DECEMBER 31, 2012

2011-1: Expensing Merchandise when Purchased - Non Compliance

Management has elected to expense merchandise when purchased. In accordance with accounting principles generally accepted in the United States of America, the cost of merchandise should be capitalized when purchased and then expensed when sold using an appropriate inventory method.

Current Year Status: The finding repeated for year ended December 31, 2012. See Finding 2012-1.

THIS SCHEDULE HAS BEEN PREPARED BY MANAGEMENT.